



**ROYAL ORCHID HOTELS LTD.,**

Regd. Office :  
1, Golf Avenue, Adjoining KGA Golf Course,  
HAL Airport Road, Kodihalli, Bangalore - 560 008, India.  
T +91 80 41783000, F : +91 80 252 03366  
www.royalorchidhotels.com  
CIN : L55101KA1986PLC007392  
email : investors@royalorchidhotels.com

**Date: July 29, 2020**

BSE Ltd.  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Fort,  
Mumbai – 400 023  
Scrip Code: 532699

National Stock Exchange of India Ltd.  
Exchange Plaza, Bandra Kurla Complex,  
Bandra (East),  
Mumbai -400 051  
Scrip Code: ROHLTD

Dear Sir/ Madam,

**Sub: Intimation of Schedule of Analyst/ Institutional Investor Meet**

We wish to inform you that, Pursuant to Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, we give the below schedule of Analyst/Institutional Investor meet to be held on July 30, 2020 for your information.

Sr. No	Fund	Name	Time	Company Representative
1	Lucky Investments 1-1	Rahul Bhangadia	10:00 am - 10:50 am	Chander Kamal Baljee, Chairman & Managing Director and Amit Jaiswal, Chief Financial Officer
	<b>Group</b>			
2	Max Life	Sumit Kuma	11:00 am - 12:00 pm	Chander Kamal Baljee, Chairman & Managing Director and Amit Jaiswal, Chief Financial Officer
3	BOI AXA	Piyush Khandelwal		
4	Kotak	Nalin Bhatt		
5	HDFC Life	Hitesh Mahida		

The investors presentation is enclosed herewith.

Thanking You.

For **Royal Orchid Hotels Limited**

**Ranabir Sanyal**  
**Company Secretary & Compliance Officer**  
**FCS: 7814**

**Encl: As above**

# Royal Orchid Hotels Ltd

## FY 2020

### Results Presentation



# Disclaimer

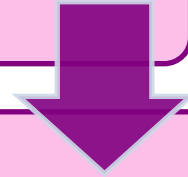
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Statements made in this Presentation describing the Company's objectives, projections, estimates, predictions and expectations may be 'forward-looking statements', within the meaning of applicable securities laws and regulations. As 'forward-looking statements' are based on certain assumptions and expectations of future events over which the Company exercises no control, the Company cannot guarantee their accuracy nor can it warrant that the same will be realized by the Company. The Company assumes no responsibility to publicly amend, modify or revise any forward looking statements on the basis of any subsequent developments or events or for any loss any investor may incur by investing in the shares of the Company based on the 'forward-looking statements'.

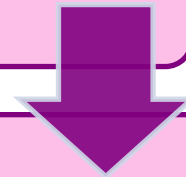
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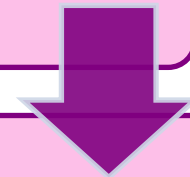
**Industry Overview**



**Company Overview**



**Business Overview**



**Financial Overview**

# Industry Overview



**Industry Outlook**

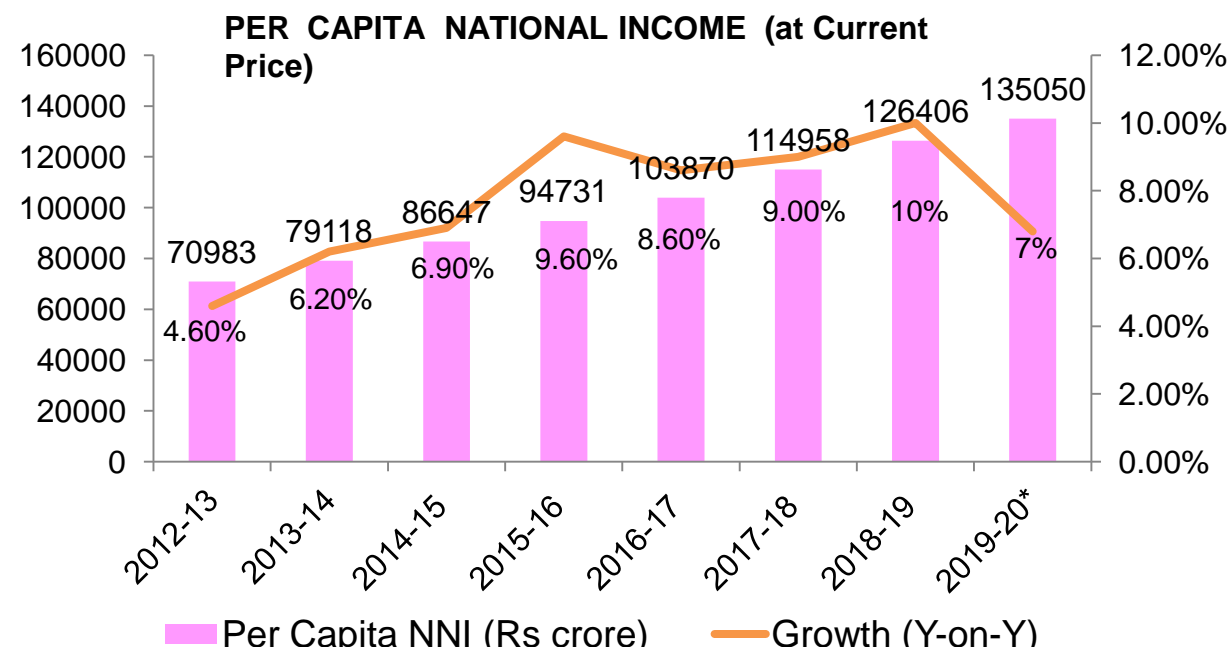
**Growth Drivers**

**Key Challenges**



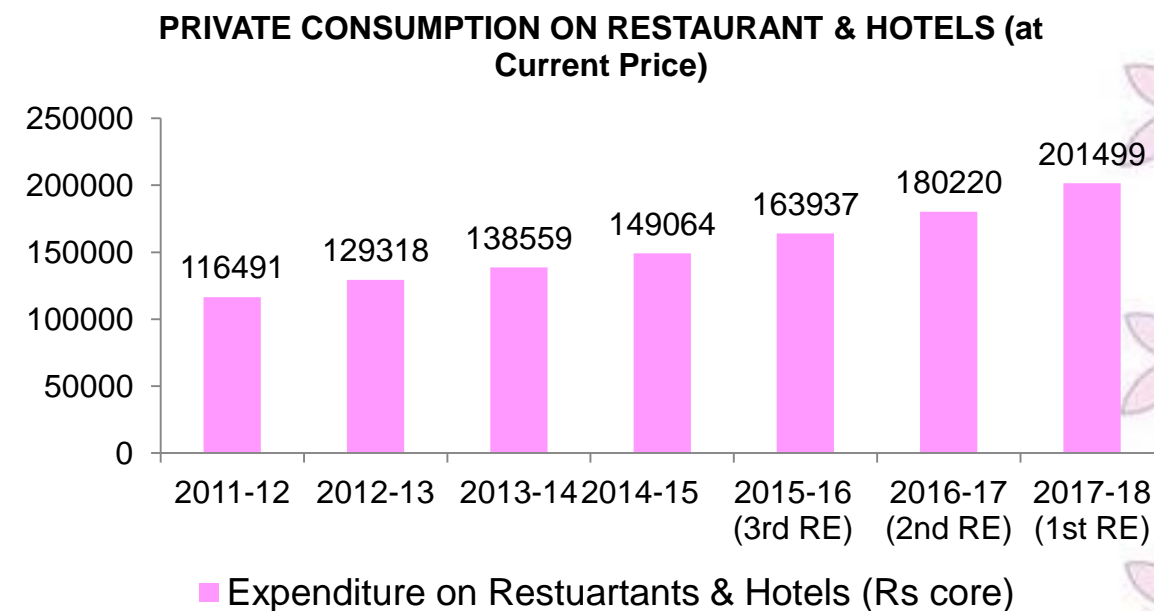
# Industry Outlook - Current Trend

## 1. Disposable income on the rise



Source: First Advance Estimates of National Income, 2019-20

\* Estimated per capita national income for 2019-20



Source: Central Statistics Office

Press Release dated as on 31<sup>st</sup> May, 2019 (FY17, FY18 and FY 19)

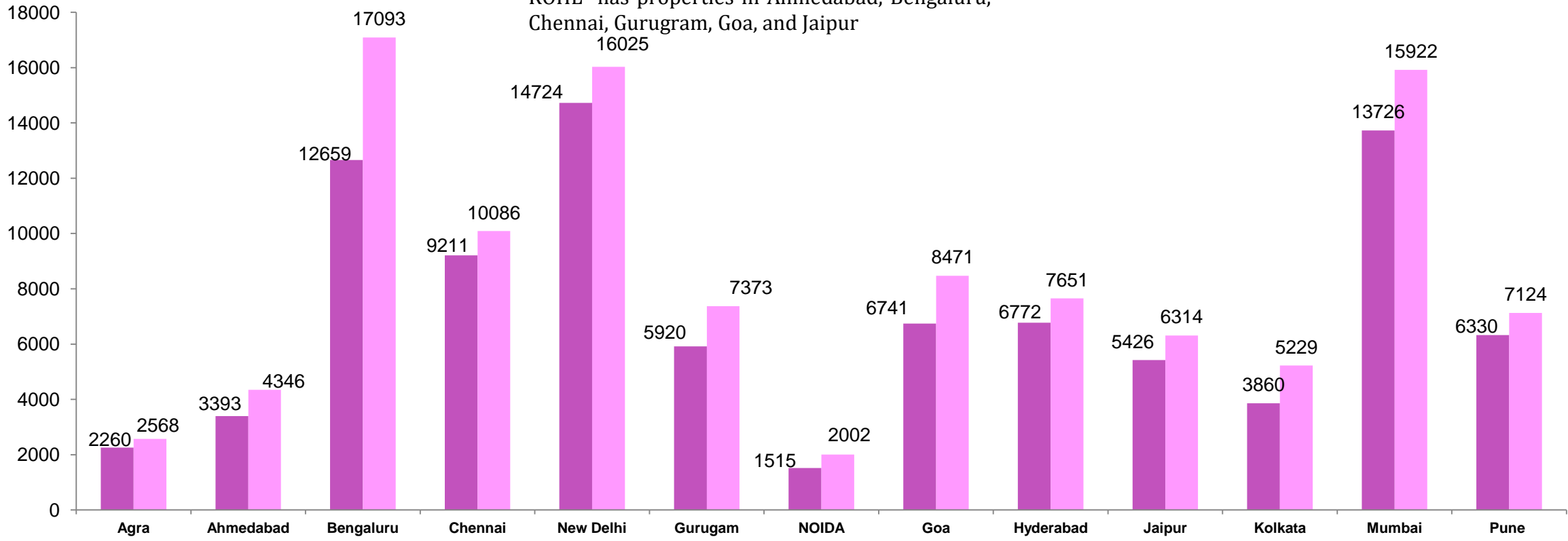
India's Per Capita National Income grew at 6.8% to Rs. 1,35,050 during 2019-20

Private Final Consumption on Restaurants & Hotel has grown at a CAGR of 9.56% over the 6 years period 2011-12 to 2017-18

# Industry Outlook

## 2. PROPOSED BRANDED HOTEL ROOMS ACROSS MAJOR CITIES

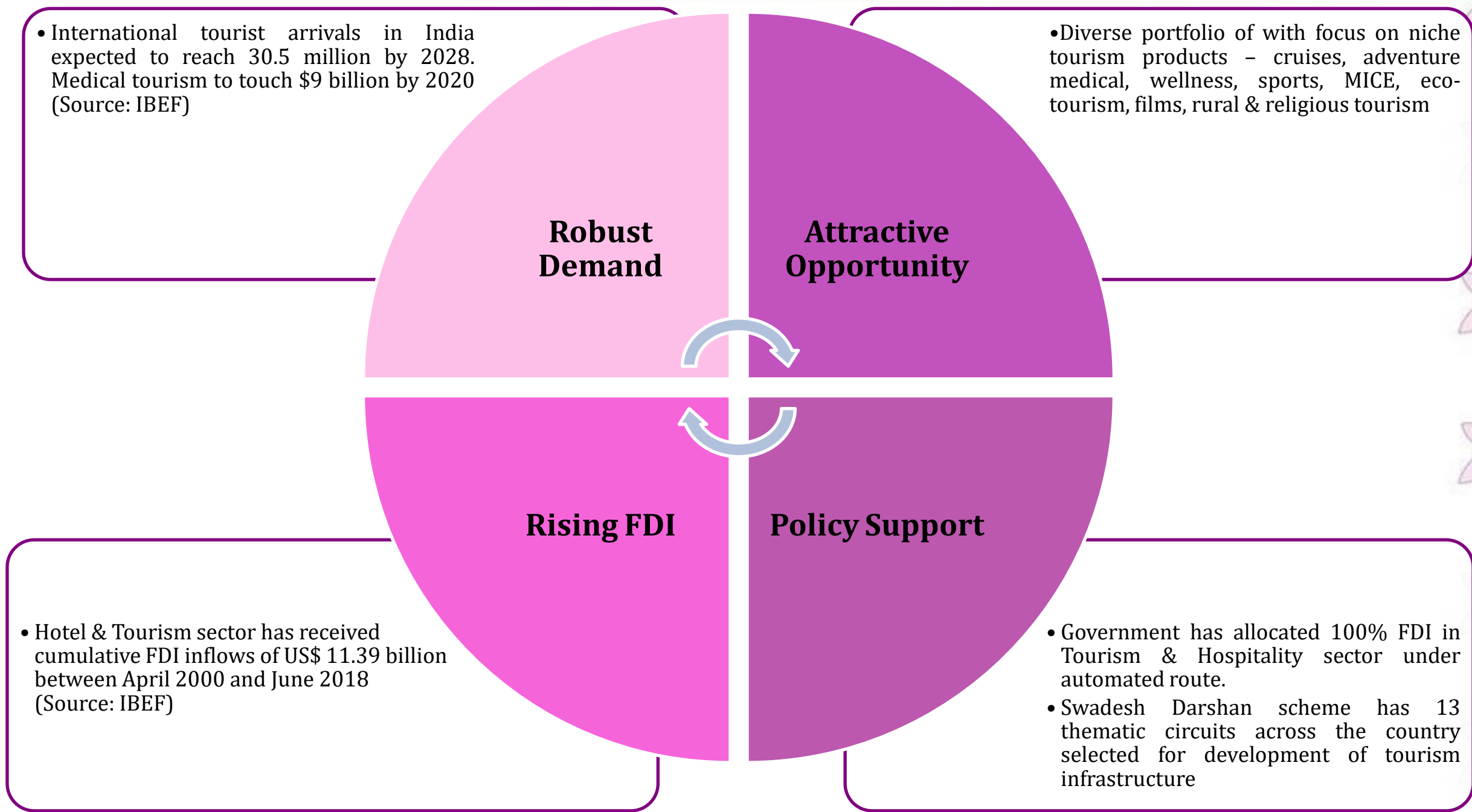
ROHL has properties in Ahmedabad, Bengaluru, Chennai, Gurugram, Goa, and Jaipur



Source: 2018 India Hospitality Trends & Opportunity report by Hotelivate ■ 2017/18 ■ 2022 / 23 (P)

A report by hospitality consulting firm Hotelivate shows expected rise in branded hotel rooms by 2023 given the increasing trend in the per capita income.

# Key Growth Drivers





# Key Industry Challenges

## INFRASTRUCTURE

- Limited land availability at the desired location
- Rising property prices

## FUNDING

- Increasing cost of debt
- Medium to small size hotels, not favorable to PE, VC funding

## REGULATORY

- Delays in getting approvals and licenses leading to increasing project cost

## COMPETITION

- Entry of Travel aggregators intensifies competitive landscape

# Company Overview



**Who we are?**

**Our Journey**

**Management  
Team**

**Our Presence**

# Who we are?

- Royal Orchid Hotel Ltd (ROHL) was incorporated in 1986 under the name of Universal Resorts Ltd.
- Promoted by Mr. Chander K Baljee
- ROHL is engaged in business of managing hotels under flagship brands – Royal Orchid, Royal Orchid Central, Royal Orchid Suites, Regenta Central, Regenta Resort, Regenta Place & Regenta Inn
- The no of hotels managed as of April is 51

Present in **38** locations  
**11** states with **3,910** no  
of keys and **2.46+** lakh  
Royal Reward members

## Our Brands

**5 Star**

Hotel Royal Orchid  
Regenta

**4 Star**

- Royal Orchid Central
- Regenta Central

**Service  
Apartment**

Royal Orchid Suites

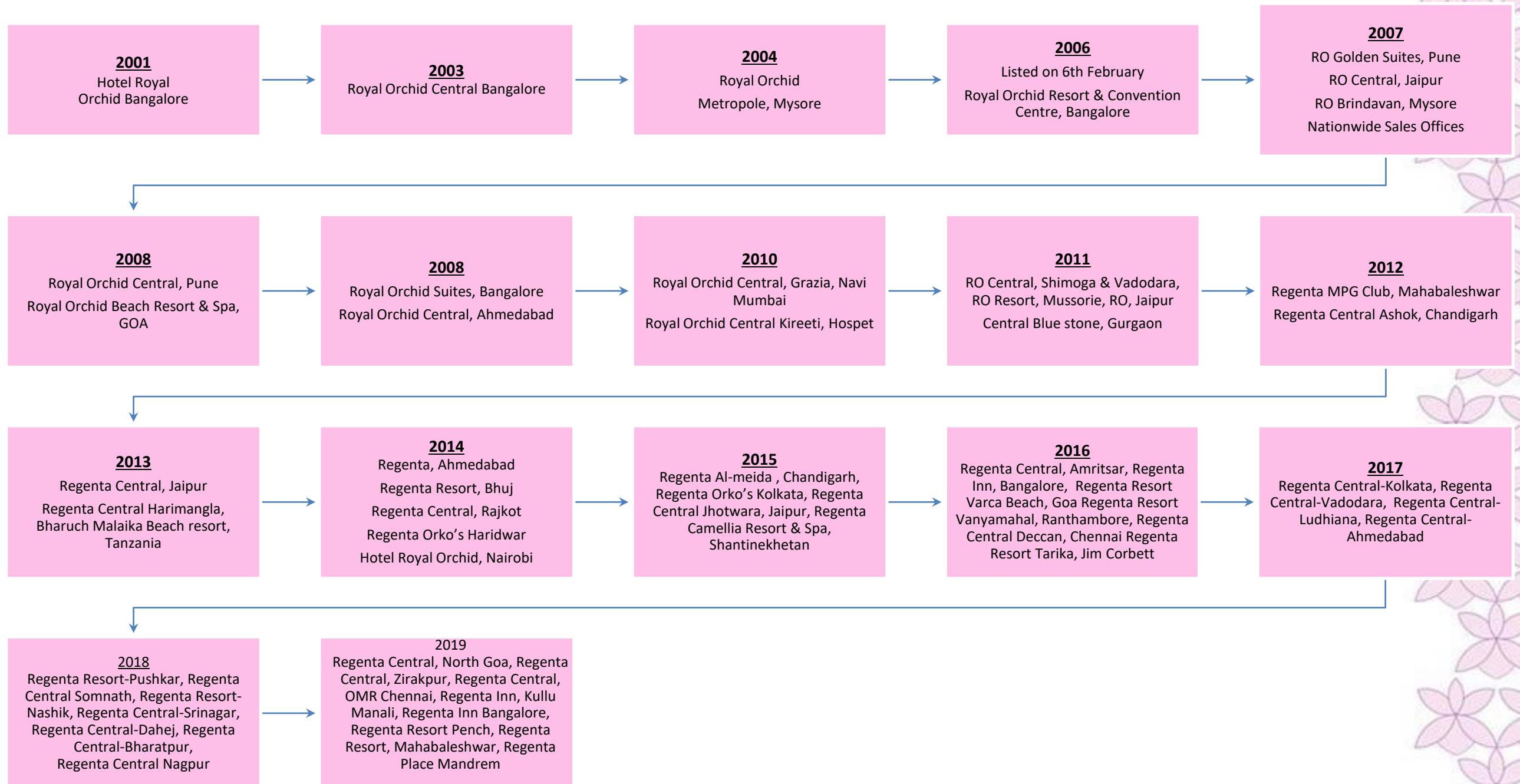
**Resorts/  
Heritage**

- Royal Orchid  
Resorts
- Regenta Resorts

**Budget**

- Regenta Place
- Regenta Inn

# Our Journey





# Key Management



## **Mr. Chander Baljee, Managing Director**

Royal Orchid Hotels is promoted by **Mr. Chander K Baljee**, a P.G Graduate from **Indian Institute of Management (Ahmedabad)** with over 4 decades of experience in the hospitality industry



## **Mr. Amit Jaiswal, Chief Financial Officer**

Mr. Amit Jaiswal is a Commerce graduate from Calcutta University MBA, BA LLB. He has vast experience of 25 years in different industries including Finance, Manufacturing and Hotels.



## **Mr. Vikas Passi, Vice President Operations (West)**

A Hotel Management graduate from Mangalore University and MBA in Sales & Marketing from Pune University, having 16+ years of vast experience in hotel operations and sales.



## **Mr. Perkin Rocha, Vice President Operations (North)**

Mr. Perkin Rocha Graduate from IIAS, Darjeeling with 20 years experience with Lemon Tree Hotels, Duet Hotels, Park Royal International Hotel & Hotel Royal Orchid



# Royal Orchid & Regenta Hotels Across India

N O R T H	<b>AMRITSAR</b> Regenta Central	S O U T H	<b>BANGALORE</b> Hotel Royal Orchid Royal Orchid Central Royal Orchid Suites Regenta Place Royal Orchid Resort Regenta Inn Regenta Inn, Indiranagar	W E S T	<b>GUJARAT</b> Regenta Central, Ahmedabad Regenta Inn, Ahmedabad Regenta Central, Bharuch Regenta Resort, Bhuj Regenta Central, Dahej Regenta Central, Rajkot Royal Orchid Central, Vadodara Regenta Inn, Vadodara Regenta Central, Vapi
	<b>BHARATPUR</b> Regenta Resort				<b>NASHIK</b> Regenta Resort
	<b>CHANDIGARH</b> Regenta Central Regenta Central Cassia		<b>BELAGAVI</b> Regenta Resort		<b>NAGPUR</b> Regenta Central
	<b>DEHRADUN</b> Regenta Central		<b>CHENNAI</b> Regenta Central Regenta Centra RS, OMR		<b>Pench</b> Regenta Place
	<b>HARIDWAR</b> Regenta Central		<b>HOSPET</b> Royal Orchid Central		<b>GOA</b> Royal Orchid Beach Resort & Spa Regenta Resort Varca Beach Regenta Central, North Goa Regenta Place, Mandrem Beach Resort
	<b>JIM CORBETT</b> Regenta Resort		<b>MYSORE</b> Royal Orchid Brindavan Garden Royal Orchid Metropole Regenta Central		<b>INDORE</b> Regenta Central
	<b>JAIPUR</b> Hotel Royal Orchid Royal Orchid Central Regenta Central, Jal Mahal Regenta Central, Jhotwara		<b>SHIMOGA</b> Royal Orchid Central		<b>MAHABALESHWAR</b> Regenta MPG Club Regenta Place Green Leaf
	<b>KANPUR</b> Regenta Central		<b>KOLKATA</b> Regenta Central Regenta Inn		<b>NAVI MUMBAI</b> Royal Orchid Central
	<b>LUDHIANA</b> Regenta Central				<b>PUNE</b> Royal Orchid Central Royal Orchid Golden Suites
	<b>MANALI</b> Regenta Inn				
E A S T	<b>MUSSOORIE</b> Royal Orchid Fort Resort				
	<b>PUSHKAR</b> Regenta Resort				
	<b>RISHIKESH</b> Regenta Inn				
	<b>RANTHAMBORE</b> Regenta Resort				
	<b>SRINAGAR</b> Regenta Central				

\*Opening Shortly  
Vithlapur, Bhimtal, Haldwani  
Ranchi, Morbi & Noida



# Business Overview



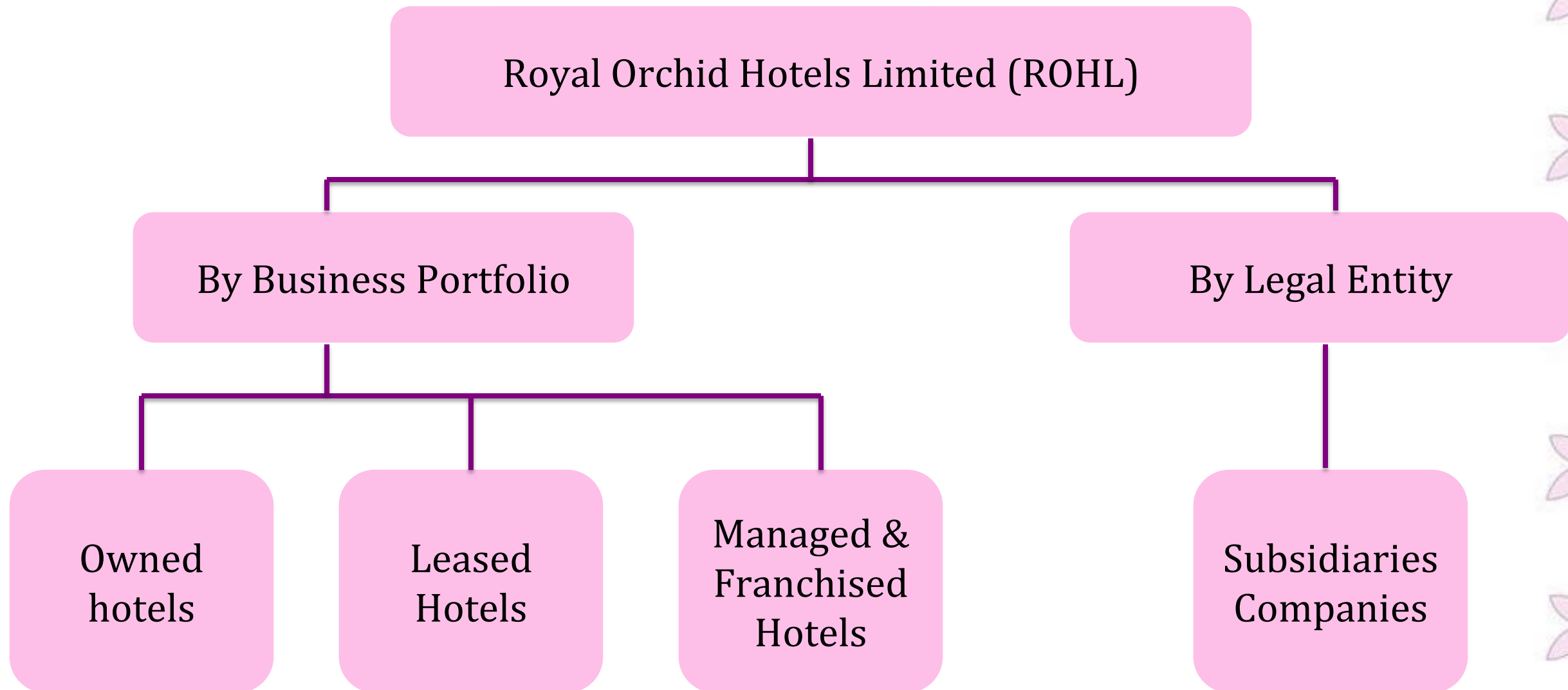
**Our Business  
Structure**

**Our Business  
Model**

**Our Offerings**

**Competitive  
Advantage**

# Our Business Structure





# Our Business Model -Asset Light Model

**Steadily gaining strong foothold through focus on Management contracts which will lead to high growth**

## **Key factors**

No upfront  
requirement of capex

Maintenance Capex  
required – Nil

Break even of  
Operating profit in  
just 1 year

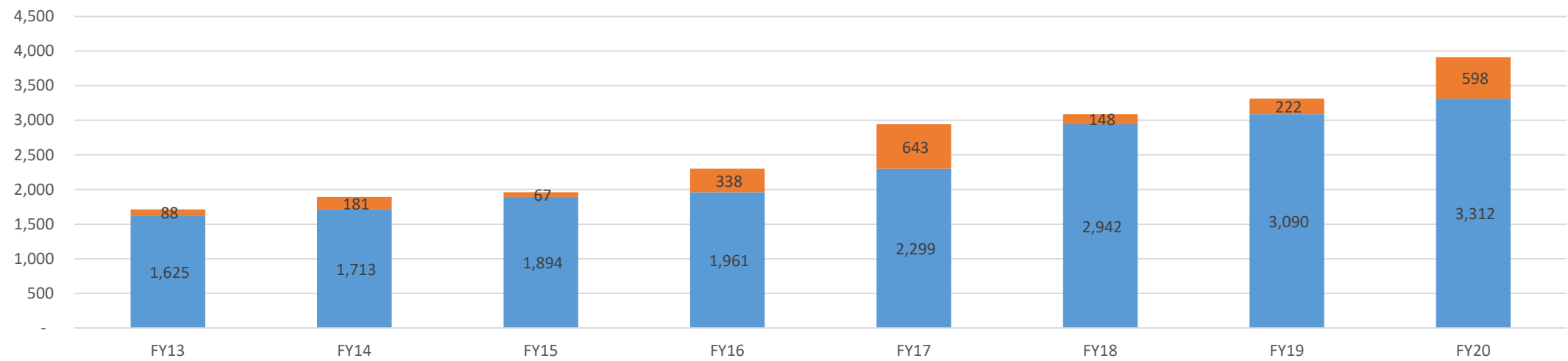
Facilitates expansion  
plans and ramping up  
presence

Creates brand  
visibility at a faster  
rate

# Growth in rooms and loyalty members

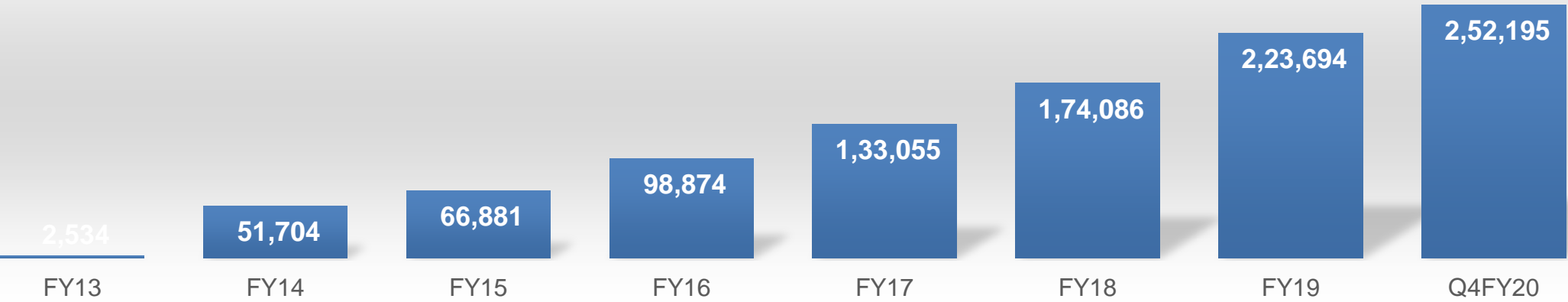


Steady growth in rooms



■ Beginning of the year ■ Additions

Loyalty members





**BIRTHDAYS**



**ANNIVERSARIES**

**HONEYMOON**

**PILGRIMAGE**



**VACATIONS**



## *Holiday Destinations*

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Goa • Bangalore • Mysore • Hampi  
Belagavi • Nashik • Bharatpur • Bhuj  
Jaipur • Mahabaleshwar • Mussoorie  
Manali • Pushkar • Ranthambore  
Jim Corbett • Srinagar • Rishikesh  
Haridwar



# *Wedding Destinations*

Goa • Bangalore  
Ranthambore • Jim Corbett  
Dehradun • Jaipur • Mussoorie  
Mahabaleshwar • Nagpur  
Pushkar • Bharatpur • Bhuj



Complimentary  
Honeymoon  
Package  
& Bridal Suite





## *Business Destinations*

Ahmedabad • Bangalore • Bharuch  
Chandigarh • Chennai • Dehradun  
Dahej • Indore • Jaipur • Kolkata  
Kanpur • Ludhiana • Mysore • Nashik  
Navi Mumbai • Nagpur • Pune  
Rajkot • Shimoga • Vadodara • Vapi

# *Wildlife Destinations*

Ranthambore • Jim Corbett  
Pench National Park







Hotel Royal Orchid, Bangalore







Royal Orchid Brindavan Garden Palace & Spa, Mysore







Royal Orchid Resort & Convention Centre, Bangalore











Royal Orchid Central, Hampi, Hos







Royal Orchid Beach Resort & Spa, Goa







Regenta Resort, Belagavi







Regenta Resort, Vanya Mahal, Ranthambore







Royal Orchid Fort Resort, Mussoorie







Regenta Resort, Pushkar







Regenta Inn, Manali



# Competitive Advantage



Balanced portfolio having presence  
in over **38 locations and 11 states**



Strong sales presence across major source  
markets in India



Affordable luxury having plethora of options  
for modern travellers

# Revenue Model

Category	FY2019	FY2020
5 Star	407	407
4 Star	1409	1927
Service Apartment	159	159
Resort / Heritage / MICE	948	948
Budget Hotels	389	469
<b>Total Keys</b>	<b>3,312</b>	<b>3910</b>

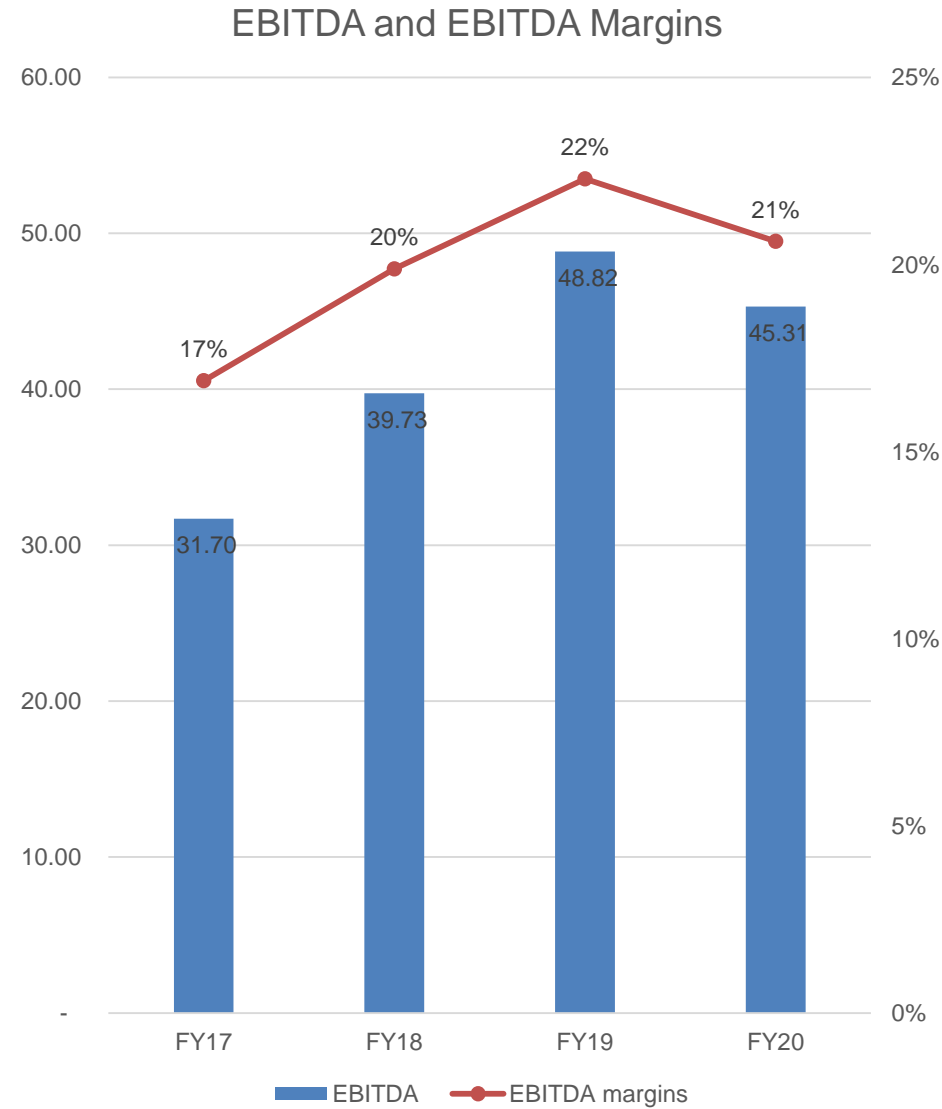
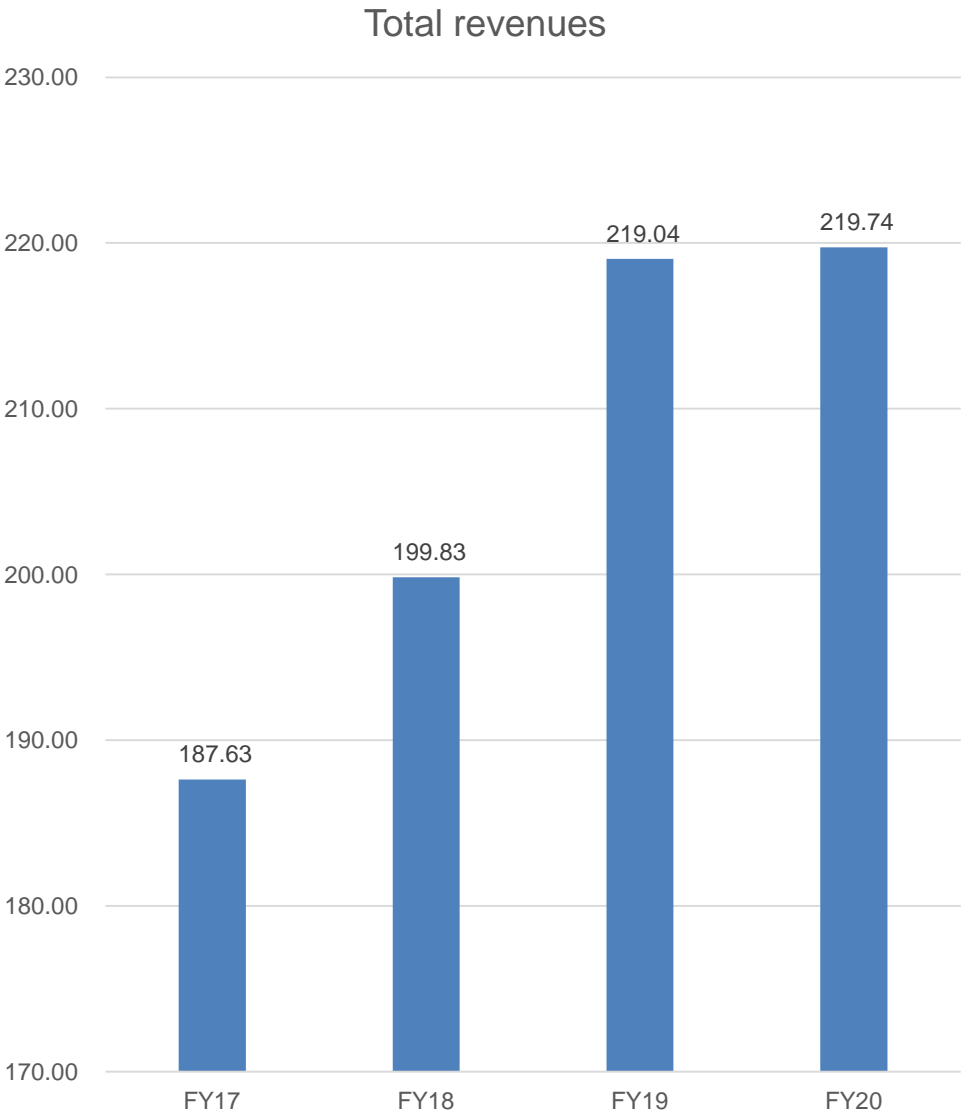
Category	Owned	Leased	JV	Managed	Franchised	Total
5 Star	195		212			407
4 Star		380		906	641	1927
Service Apartment				159		159
Resort/Heritage/MICE		54	105	789		948
Budget Hotels		83		301	85	469
<b>Total Keys</b>	<b>195</b>	<b>517</b>	<b>317</b>	<b>2,155</b>	<b>726</b>	<b>3910</b>



# Property breakup with rooms

No of Keys	FY19	FY20
Management / Franchise	2287	2881
JV	317	317
Owned (Domestic)	195	195
Owned (Overseas)	-	-
Leased	517	517
<b>Total KEYS</b>	<b>3,312</b>	<b>3910</b>
Average Occupancy rate (JLO)	74%	70%
Average Room Rate (JLO) (Rs)	4,204	4,240
Average Occupancy rate (Managed)	66%	65%
Average Room Rate (Managed) (Rs)	2,989	3,056

# Sustainable Growth – Yearly Consolidated numbers





# Financial Overview



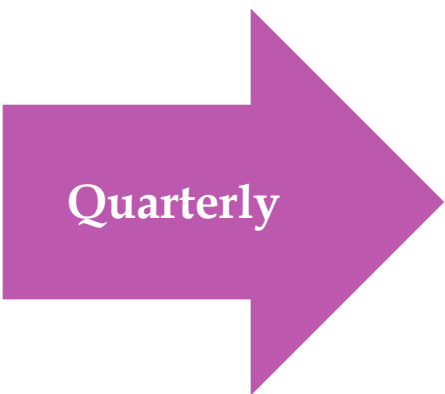
**Quarterly & Nine  
Month Highlights and  
Financial results**

**Margins**

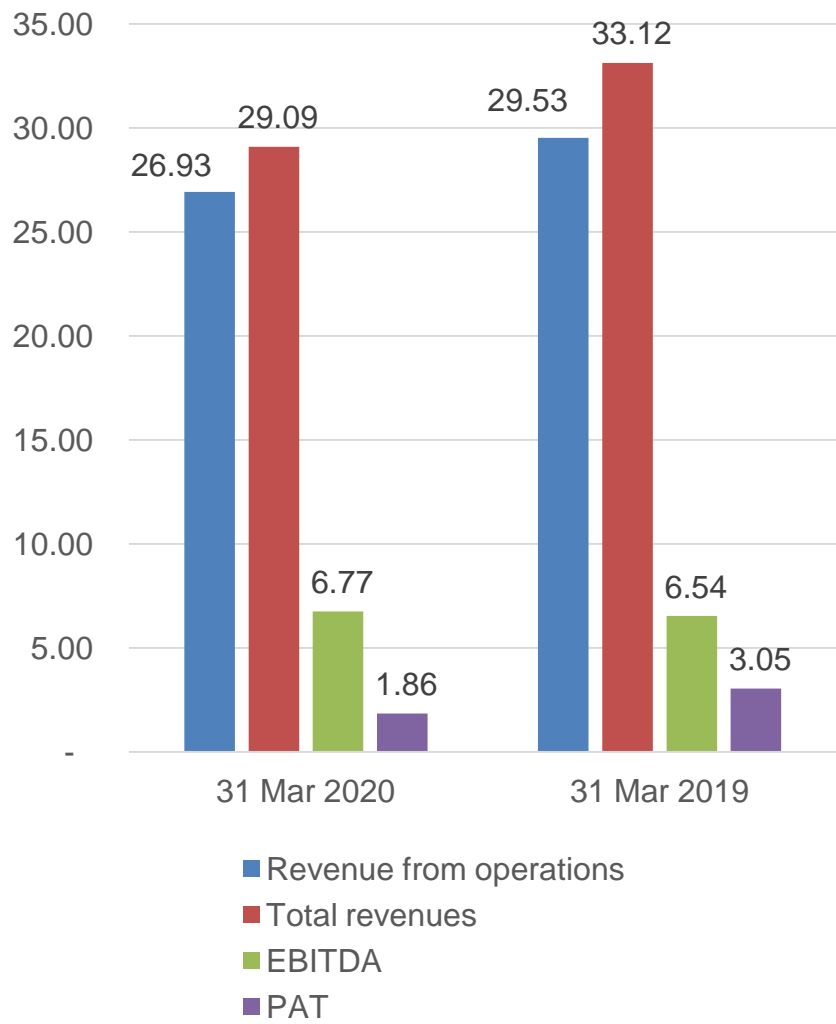
**Consolidated  
Income Statement  
& Balance Sheet  
snapshot**

**Shareholding**

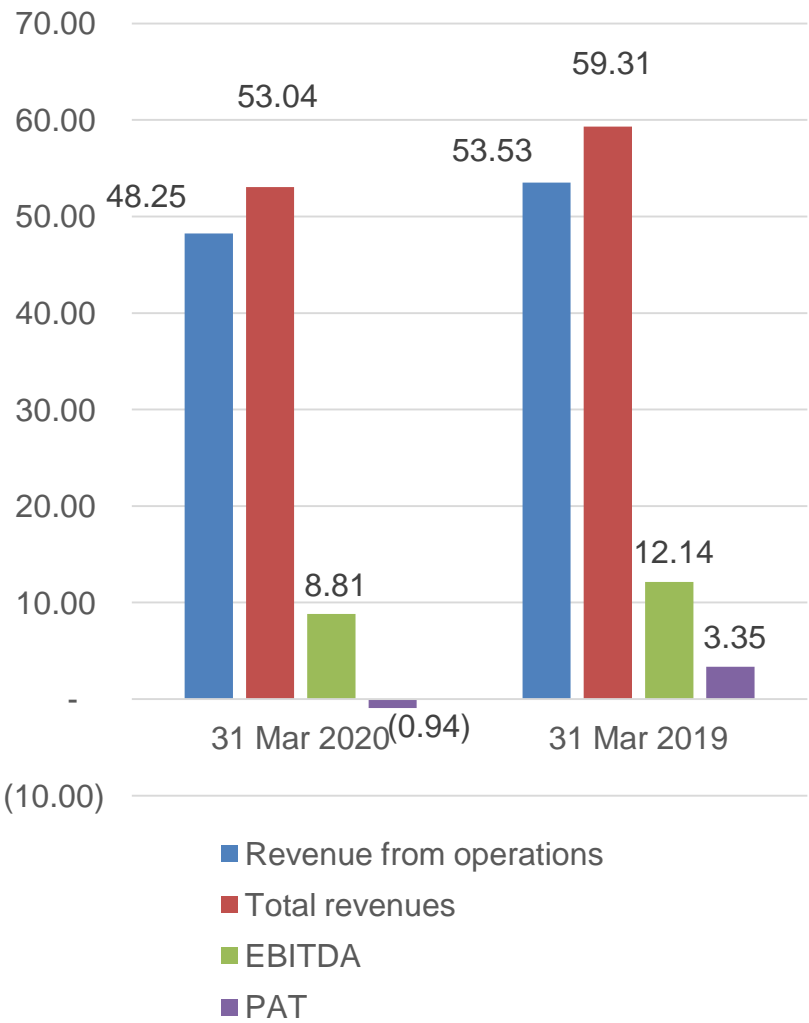
# Quarter highlights



Standalone Quarterly Performance



Consolidated Quarterly Performance



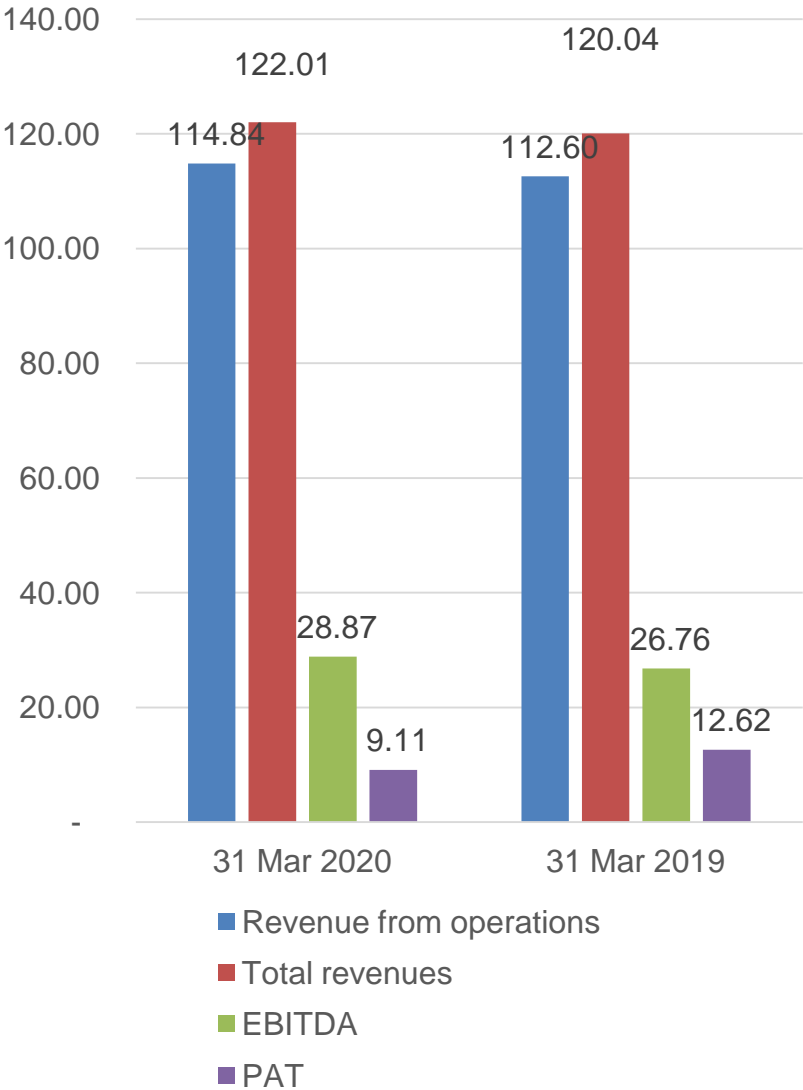
Rs. In crore



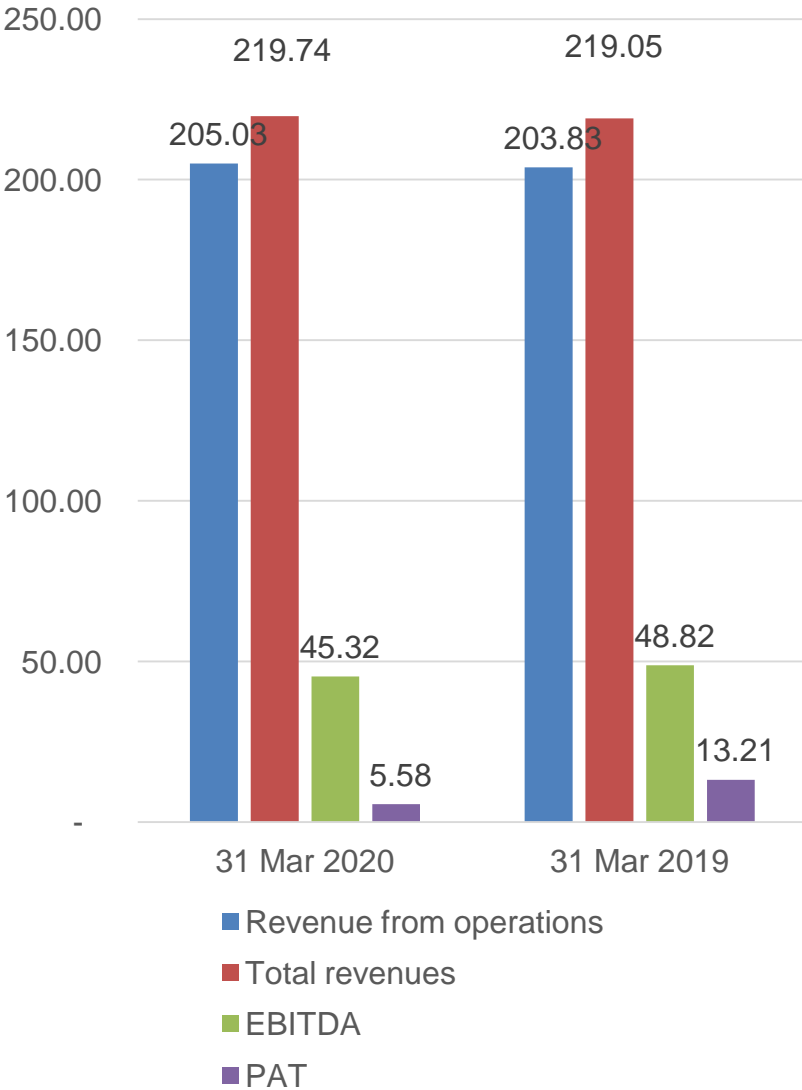
# Yearly highlights



Standalone Yearly Performance



Consolidated Yearly Performance



Rs. In crore



# Standalone Q3 & 9MFY20 Financial results

Particulars (Rs in Crs)	FY20	FY19	Y-o-Y	Particulars (Rs in Crs)	Q4FY20	Q3FY20	Q4FY19	Q-o-Q	Y-o-Y
Income from Operations	114.84	112.60	2%	Income from Operations	26.93	34.11	29.53	-21%	-9%
<b>Total Income</b>	<b>114.84</b>	<b>112.60</b>	<b>2%</b>	<b>Total Income</b>	<b>26.93</b>	<b>34.11</b>	<b>29.53</b>	<b>-21%</b>	<b>-9%</b>
Cost of Material Consumed	13.95	11.89	17%	Cost of Material Consumed	3.15	4.54	3.32	-31%	-5%
Employee Benefits Expense	25.30	22.80	11%	Employee Benefits Expense	5.60	6.45	6.23	-13%	-10%
Power and fuel Expense	12.72	11.55	10%	Power and fuel Expense	2.57	3.31	2.95	-22%	-13%
Rent Expense	9.11	13.06	-30%	Rent Expense	1.95	2.60	3.48	-25%	-44%
Other Expenses	32.06	33.97	-6%	Other Expenses	9.05	8.44	10.60	7%	-15%
<b>Total Expense</b>	<b>93.14</b>	<b>93.27</b>	<b>0%</b>	<b>Total Expense</b>	<b>22.32</b>	<b>25.34</b>	<b>26.58</b>	<b>-12%</b>	<b>-16%</b>
<b>EBITDA</b>	<b>21.70</b>	<b>19.33</b>	<b>12%</b>	<b>EBITDA</b>	<b>4.61</b>	<b>8.77</b>	<b>2.95</b>	<b>-47%</b>	<b>56%</b>
<i>EBITDA Margin (%)</i>	19%	17%	10%	<i>EBITDA Margin (%)</i>	17%	26%	10%	-33%	71%
Other Income	7.17	7.44	-4%	Other Income	2.17	0.91	3.60	138%	-40%
Depreciation	8.28	4.02	106%	Depreciation	2.84	1.85	0.87	54%	226%
<b>EBIT</b>	<b>20.59</b>	<b>22.75</b>	<b>-9%</b>	<b>EBIT</b>	<b>3.94</b>	<b>7.83</b>	<b>5.68</b>	<b>-50%</b>	<b>-31%</b>
Finance Cost	7.67	4.52	70%	Finance Cost	2.06	1.94	1.14	6%	81%
<b>PBT</b>	<b>12.92</b>	<b>18.23</b>	<b>-29%</b>	<b>PBT</b>	<b>1.88</b>	<b>5.89</b>	<b>4.54</b>	<b>-68%</b>	<b>-59%</b>
Tax expense	3.81	5.60	-32%	Tax expense	0.01	2.71	1.49	-100%	-99%
<b>PAT</b>	<b>9.11</b>	<b>12.63</b>	<b>-28%</b>	<b>PAT</b>	<b>1.87</b>	<b>3.18</b>	<b>3.05</b>	<b>-41%</b>	<b>-39%</b>
Other Comprehensive Income/(Loss)	0.23	-0.04	-675%	Other Comprehensive Income/(Loss)	0.29	-0.02	-0.04	-1550%	-825%
<b>Total Comprehensive Income</b>	<b>9.34</b>	<b>12.59</b>	<b>-26%</b>	<b>Total Comprehensive Income</b>	<b>2.16</b>	<b>3.16</b>	<b>3.01</b>	<b>-32%</b>	<b>-28%</b>
Net Profit Margin (%)	8%	11%	-27%	Net Profit Margin (%)	8%	9%	10%	-13%	-21%

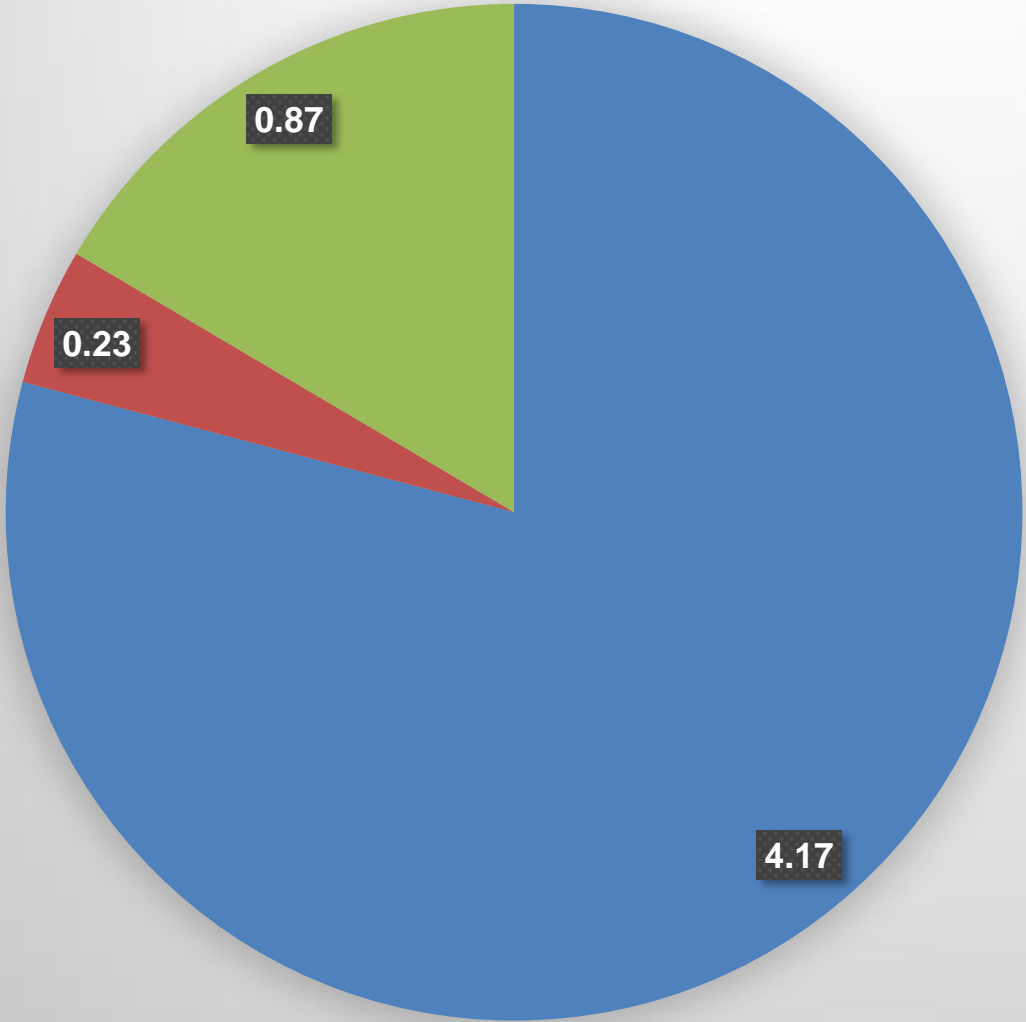
# Consolidated Q3FY20 Statement - Snapshot

Particulars (Rs in Crs)	FY20	FY19	Y-o-Y	Particulars (Rs in Crs)	Q4FY20	Q3FY19	Q4FY19	Q-o-Q	Y-o-Y
Income from Operations	205.03	203.83	1%	Income from Operations	48.25	61.33	53.53	-21%	-10%
<b>Total Income</b>	<b>205.03</b>	<b>203.83</b>	<b>1%</b>	<b>Total Income</b>	<b>48.25</b>	<b>61.33</b>	<b>53.53</b>	<b>-21%</b>	<b>-10%</b>
Cost of Material Consumed	24.65	21.99	12%	Cost of Material Consumed	5.77	7.74	5.92	-25%	-3%
Employee Benefits Expense	54.16	50.09	8%	Employee Benefits Expense	12.55	14.13	13.16	-11%	-5%
Power and fuel Expense	19.41	18.46	5%	Power and fuel Expense	3.95	4.93	4.51	-20%	-12%
Rent Expense	10.03	14.94	-33%	Rent Expense	2.03	2.90	3.96	-30%	-49%
Other Expenses	66.17	64.75	2%	Other Expenses	19.93	16.85	19.61	18%	2%
<b>Total Expense</b>	<b>174.42</b>	<b>170.23</b>	<b>2%</b>	<b>Total Expense</b>	<b>44.23</b>	<b>46.55</b>	<b>47.16</b>	<b>-5%</b>	<b>-6%</b>
<b>EBITDA</b>	<b>30.61</b>	<b>33.60</b>	<b>-9%</b>	<b>EBITDA</b>	<b>4.02</b>	<b>14.78</b>	<b>6.37</b>	<b>-73%</b>	<b>-37%</b>
<i>EBITDA Margin (%)</i>	15%	16%	-9%	<i>EBITDA Margin (%)</i>	8%	24%	12%	-65%	-30%
Other Income	14.71	15.22	-3%	Other Income	4.79	2.76	5.78	74%	-17%
Depreciation	18.99	14.32	33%	Depreciation	5.65	4.55	3.09	24%	83%
<b>EBIT</b>	<b>26.33</b>	<b>34.50</b>	<b>-24%</b>	<b>EBIT</b>	<b>3.16</b>	<b>12.99</b>	<b>9.06</b>	<b>-76%</b>	<b>-65%</b>
Finance Cost	15.63	13.21	18%	Finance Cost	3.99	3.86	3.30	3%	21%
<b>PBT</b>	<b>10.70</b>	<b>21.29</b>	<b>-50%</b>	<b>PBT</b>	<b>-0.83</b>	<b>9.13</b>	<b>5.76</b>	<b>-109%</b>	<b>-114%</b>
Tax expense	5.62	8.17	-31%	Tax expense	0.10	3.45	2.40	-97%	-96%
<b>PAT</b>	<b>5.08</b>	<b>13.12</b>	<b>-61%</b>	<b>PAT</b>	<b>-0.93</b>	<b>5.68</b>	<b>3.36</b>	<b>-116%</b>	<b>-128%</b>
Other Comprehensive Income/(Loss)	0.51	0.10	410%	Other Comprehensive Income/(Loss)	0.48	0.01	0.10	4700%	380%
<b>Total Comprehensive Income</b>	<b>5.59</b>	<b>13.22</b>	<b>-58%</b>	<b>Total Comprehensive Income</b>	<b>-0.45</b>	<b>5.69</b>	<b>3.46</b>	<b>-108%</b>	<b>-113%</b>
Net Profit Margin (%)	3%	6%	-58%	Net Profit Margin (%)	-1%	9%	6%	-110%	-114%



# Shareholding

Institutional Share Holding



JUPITER INDIA FUND

GEOSPHERE INDIA FUND

JUPITER SOUTH ASIA INVESTMENT  
COMPANY LIMITED - SOUTH ASIA ACCESS  
FUND

# Vision 2022

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Our Vision for 2022 is to operate 100+ profitable and responsible hotels where guests love to stay, dine and celebrate. We wish to create hotels which have a soul, a reflection of our distinctly warm Indian Hospitality.

In this journey towards 100 hotels, we will also empower the youth of our country. The ones who wish to join hospitality industry, but are limited by financial means. We will provide skill development training to 10,000+ students over the next three years, thereby making them employable, and so they can in turn strengthen the Indian hospitality workforce.”





# Thank You

